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Textainer Group Holdings Ltd.

3Q 2018 Earnings Call Presentation

November 2, 2018

Forward Looking Statements



Certain information included in this presentation and other statements or materials published or to be published by the Company are not historical facts but are forward-looking statements relating to such matters as anticipated financial performance, business prospects, technological developments, new and existing products, expectations for market segment and growth, and similar matters. In connection with the “safe harbor” provisions of the Private Securities Litigation Reform Act of 1995, the Company provides the following cautionary remarks regarding important factors which, among others, could cause the Company’s actual results and experience to differ materially from the anticipated results or other expectations expressed in the Company’s forward-looking statements. The risks and uncertainties that may affect the operations, performance, development, results of the Company’s business, and the other matters referred to above include, but are not limited to: (i) changes in the business environment in which the Company operates, including global GDP changes, the level of international trade, inflation and interest rates; (ii) changes in taxes, governmental laws, and regulations; (iii) competitive product and pricing activity; (iv) difficulties of managing growth profitably; and (v) the loss of one or more members of the Company’s management team.

As required by SEC rules, we have provided a reconciliation of the non-GAAP financial measures included in this presentation to the most directly comparable GAAP measures in materials on our website at www.textainer.com.

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Olivier Ghesquiere

President and Chief Executive Officer



Current Market Environment

Strong lease-out market continues

- New production and depot container rental rates currently above our fleet's average rate
- Average new production operating lease terms over 6 years with Asia-focused return schedules
- Shipping lines favoring lease vs. purchase

Current container price around \$1,900/CEU

- Prices have decreased due to a weakening Renminbi and lower seasonal demand

Positive container trade growth

- 2019 GDP growth forecast at 3.7%
- Container trade expected to grow at a multiple of GDP
- Increases in vessel capacity and slow steaming also stimulate container demand
- No impact to date from current trade actions













Containers demand is strong and utilization at high levels

Limited inventory supply worldwide

Used containers are being sold at high prices significantly above book value

Positive market trends continue to create tailwinds

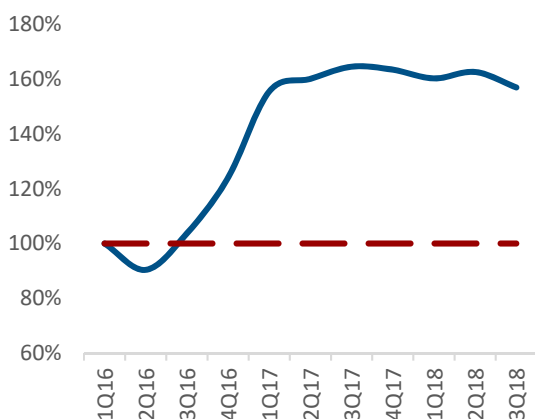
Current Industry Conditions vs Prior Quarter

Container Lessors	Container Manufacturers	Shipping Lines
Access to financing 	New build prices 	Freight Rates 
Rental rates 	Factory Inventory 	Idle Vessel Inventory 
Cash yields 	Production Lead Time 	Container Trade 
Sale prices 	Lessor/Shipping Line Split 60%/40%	

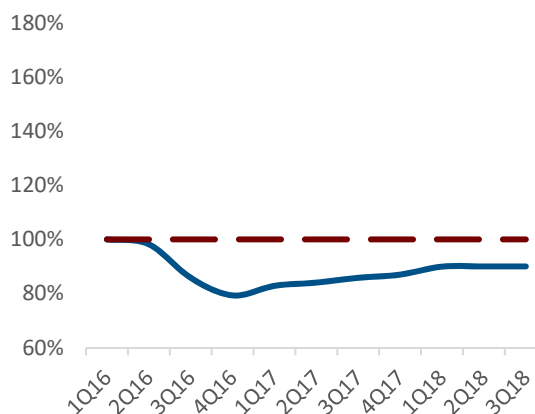
Lessors continue to benefit from the sustained strong environment

Drivers of Improved Financial Performance

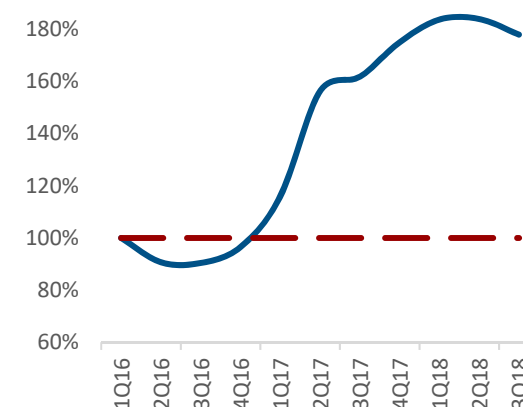
New Container Price Index (CEU)



Avg Fleet Lease Rate Index (CEU)



Avg Fleet Sales Price Index (CEU)



Projected upside from improvements

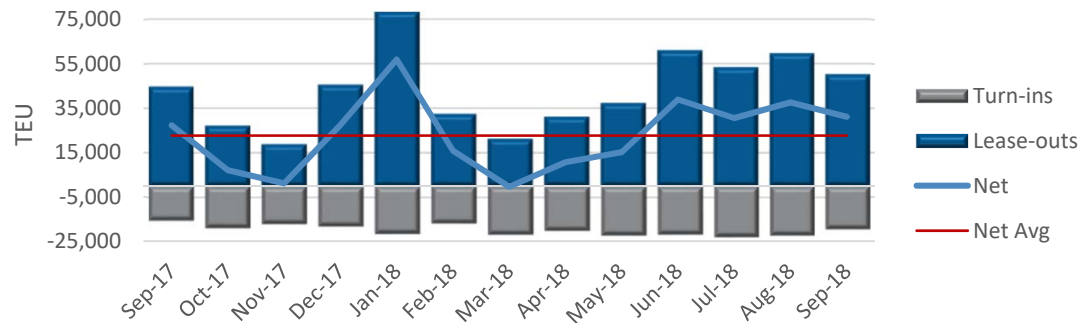
Estimated Annual Pre-Tax Income Impact of Key Metrics	
1% increase in utilization	\$9M
\$0.01 increase in average per diem rate	\$9M
\$100 increase in used container sales price	\$6M

- Key indicators remain positive
- \$820M containers received YTD
- Utilization currently at 98.6%

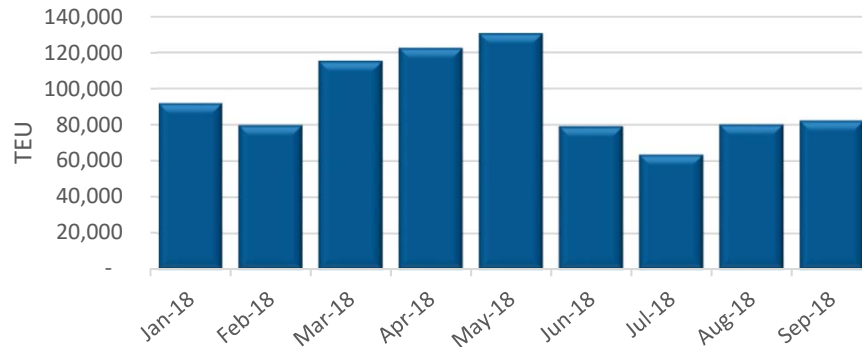
Fundamentals remain at attractive levels

Inventory Supply and Lease-Outs

Container fleet lease-outs and turn-ins



New production (factory) inventory



- Strong trend of positive net lease-out
- 425,000 TEU leased YTD; including 350,000 TEU of new production
- Lease-out to return ratio averaging 2.25 to 1.00 in 2018
- Optimized inventory supply to meet the immediate needs of our customers

We manage our inventory to maximize supply opportunities to our customers

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Michael Chan

Executive Vice President and Chief Financial Officer

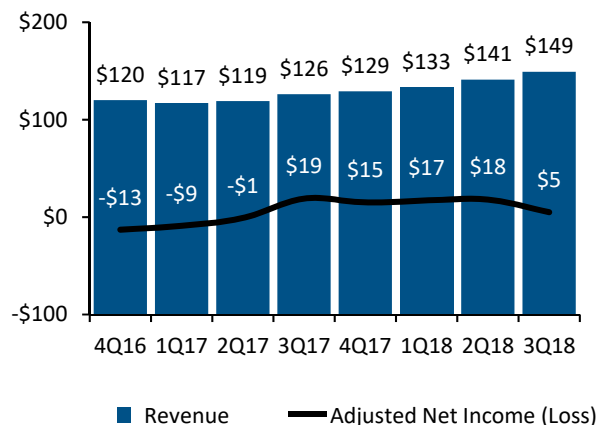


Summary of 3Q 2018 Results

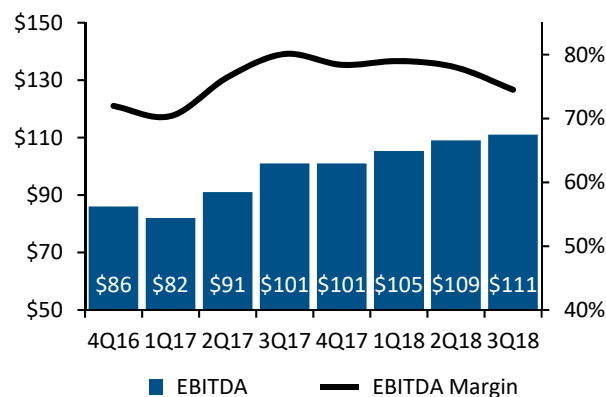


\$ in millions	3Q18	3Q17	Change
Revenue	\$149	\$126	19%
Lease rental income	\$130	\$112	16%
Adjusted EBITDA ¹	\$111	\$101	11%
Adjusted net income	\$5	\$19	-74%
Adjusted net income per share	\$0.08	\$0.33	-76%
Average Utilization	98.0%	96.7%	130 bps

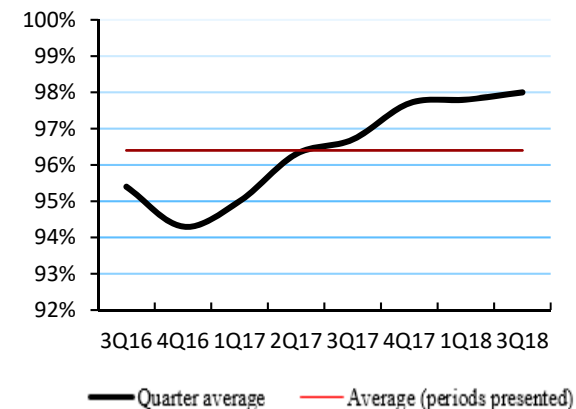
Revenue and Adjusted Net Income(Loss)¹



Adjusted EBITDA¹ and EBITDA Margin



Average Fleet Utilization



Continued top line growth and focus on improving container yields and profitability

Note: Figures \$ in millions.

(1) See reconciliation in Appendix. Adjustments include items such as unrealized gains/losses on interest rate swaps and write-off of unamortized financing fees.

Balance Sheet Summary



(\$ in millions)

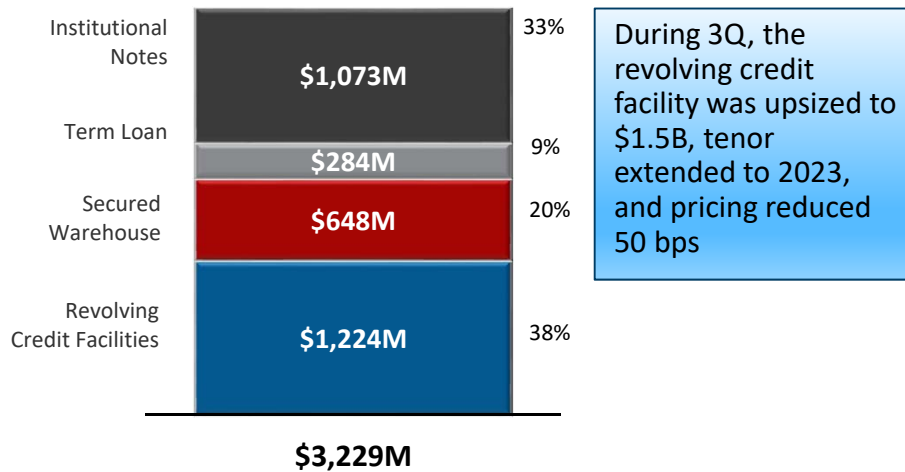
	September 30		December 31,		
	2018	2017	2016	2015	2014
Cash And Cash Equivalents	\$155	\$138	\$84	\$116	\$107
Containers, Net	\$4,174	\$3,791	\$3,718	\$3,696	\$3,630
Total Assets	\$4,758	\$4,380	\$4,294	\$4,365	\$4,359
<i>Growth</i>	9%	3%	-2%	0%	12%
Long-Term Debt (Incl. Current Portion) ¹	\$3,199	\$2,990	\$3,038	\$3,024	\$2,996
Total Liabilities	\$3,502	\$3,170	\$3,109	\$3,099	\$3,107
Non-controlling Interest	\$59	\$58	\$59	\$64	\$60
Total Shareholders' Equity	\$1,197	\$1,153	\$1,126	\$1,202	\$1,193
Total Equity & Liabilities	\$4,758	\$4,380	\$4,294	\$4,365	\$4,359
Debt / Equity plus Non-controlling Interest	2.5x	2.5x	2.6x	2.4x	2.4x

Strong balance sheet driving momentum with asset growth

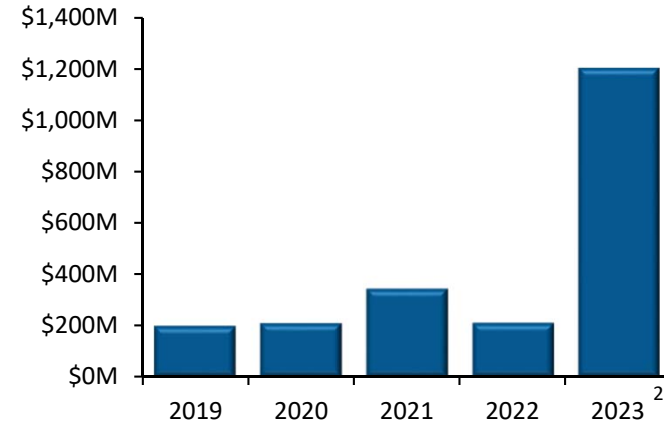
(1) Net of debt issuance costs for periods ended December 31, 2015, December 31, 2016, December 31, 2017, and June 30, 2018

Textainer Capital Structure

Diversified funding sources



Debt principal repayments



	September 30, 2018	Percentage of Total Debt	Avg. Remaining Term (Mos)	Interest Rate at September 30, 2018
Fixed Rate Debt	\$ 1,359	42%	53	3.97%
Hedged Floating Rate Debt	\$ 1,143	35%	18	3.49%
Total Fixed/Hedged	\$ 2,503	78%	37	3.75%
Unhedged Floating Rate Debt	\$ 727	22%		3.82%
Impact of Fees and Other Charges				0.47%
Total Debt and Effective Interest Rate	\$ 3,229	100%		4.24%
Long-term and finance leases as % of total financed container fleet¹		80%		
Remaining Lease Term			46	

Hedging provides protection during a rising rate environment, limiting the impact of rate increases

Properly hedged debt from diversified sources and with staggered maturities

Debt figures are net of debt issuance costs

1) Includes all containers in our fleet, including off-hire depot inventory and held for resale

2) Includes Revolving Credit outstanding draws of \$979M maturing September 2023 that will be refinanced prior to maturity

Depreciation Policy

- Residual values revised for two container types
- Change is effective July 1, 2018

Container types	Residual Values		
	Prior July 1, 2018	Effective July 1, 2018	Change
40' high cube reefer	\$4,500	\$4,000	-\$500
40' high cube dry container	\$1,350	\$1,400	\$50

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Questions & Answers



Olivier Ghesquiere
President and
Chief Executive Officer

Michael Chan
Executive Vice President and
Chief Financial Officer

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Appendix

(this section contains information for the company's combined owned and managed fleet)



Reconciliation of GAAP to Non-GAAP Items



<i>Amounts in millions</i>	Three months	Nine months	Fiscal Year Ended December 31			
	Ended Sep-18	Ended Sep-18	2017	2016	2015	2014
Reconciliation of EBITDA						
Net income (loss)	\$2	\$38	\$19	(\$51)	\$107	\$189
Interest income	(1)	(1)	(1)	—	—	—
Interest expense	36	102	117	85	77	86
Write-off of unamortized deferred debt issuance costs and bond discounts	1	1	7	—	—	—
Realized (gains) losses on interest rate swaps and caps, net	(1)	(4)	2	9	13	10
Unrealized (gains) losses on interest rate swaps, net	—	(2)	(4)	(6)	2	(2)
Income tax (benefit) expense	—	1	2	(3)	7	(18)
Net income (loss) attributable to noncontrolling interest	1	3	2	(5)	6	6
Depreciation expense and container impairment	76	193	239	330	227	177
Amortization expense	—	3	4	5	5	4
Impact of reconciling items on net income (loss) attributable to noncontrolling interest	(3)	(8)	(12)	(17)	(12)	(10)
EBITDA	\$111	\$326	\$375	\$347	\$430	\$442
Reconciliation of Adjusted Net Income (Loss):						
Net income (loss)	\$2	\$38	\$19	(\$51)	\$107	\$189
Unrealized (gains) losses on interest rate swaps, net	—	(2)	(4)	(6)	2	(1)
Write off of unamortized debt issuance costs	1	1	8	—	—	7
Costs associated with departing senior executives	2	2	—	—	—	—
Impact of reconciling items on income tax expense	—	—	—	—	—	—
Impact of reconciling items on net income (loss) attributable to noncontrolling interest	—	1	—	1	—	(1)
Adjusted Net Income (Loss)	\$5	\$40	\$23	(\$56)	\$109	\$194

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